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TITLE: NEGOTIATION MANAGEMENT SYSTEM AND STORAGE MEDIUM

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## INVENTOR-INFORMATION:

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APPL-NO: JP10071056

APPL-DATE: March 19, 1998

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## ABSTRACT:

PROBLEM TO BE SOLVED: To timely recognize negotiation conditions without increasing the auxiliary work of a person in charge of negotiations by managing the process level of a negotiation relating to a document processing based on the kind of a processed document and the contents of a negotiation process storage part and inquiring the managed process levels of the plural negotiations.

SOLUTION: A negotiation process data base 5 relates documents and negotiation processes with document names as keys. A negotiation progress management data base 6 manages the progress of a negotiation by negotiation progress and negotiation reliability, etc., with a negotiation NO and a process group NO as the keys. A negotiation progress condition program 12 performs updating of management information for indicating the conditions of the negotiation based on data relating to slip issuance so as to check the slip and the negotiation process and manage the negotiation progress conditions. A negotiation condition inquiry program 14 outputs a negotiation condition summary list and a negotiation condition detailed list for each customer to two input/output screens.

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